

## Message Text

LIMITED OFFICIAL USE

PAGE 01 BOGOTA 07070 282019Z  
ACTION XMB-04

INFO OCT-01 ARA-10 ISO-00 EB-08 SSO-00 /023 W  
-----002186 282021Z /46

P R 282001Z JUL 78  
FM AMEMBASSY BOGOTA  
TO SECSTATE WASHDC IMMEDIATE 9207  
INFO AMCONSUL BARRANQUILLA

LIMITED OFFICIAL USE BOGOTA 7070

E.O. 11652: N/A  
TAGS: EFIN, CO  
SUBJECT: TRADE PROMOTION: FINANCING OFFERS FOR CERREJON PROJECT

REF: STATE 184859

1. BELOW INFORMATION ON BIDS FOR CERREJON PROJECT COMES FROM CORELCA FINANCE DIRECTOR CORREA. SOURCE SHOULD BE PROTECTED.
2. DISTRAL MADE PROPOSAL FOR BOILERS AS SUB-CONTRACTOR ON ALL EIGHT BIDS, NONE OF WHICH WERE U.S. FIRMS. BIDS ALSO INCLUDED OFFERS OF IMPORTED BOILERS IN COMPETITION WITH DISTRAL. OFFERS ON IMPORTED BOILERS RANGED FROM LIBOR PLUS 1.25 PERCENT TO 7.5 PERCENT. CORREA NOTED THAT CORELCA WOULD NOT REPEAT NOT ACCEPT REVISED FINANCING PROPOSALS FOR BOILER COMPONENT. HOWEVER, CORREA NOTED THAT BOILER COMPONENT WILL PROBABLY BE AWARDED TO DISTRAL BECAUSE IMPORTED BOILERS CANNOT COMPETE ON PRICE BASIS, ESPECIALLY BECAUSE THERE IS BUILT-IN PRICE ADVANTAGE (UP TO 15PCT) IN BIDDING PROCESS FOR DOMESTIC MANUFACTURE.  
DREXLER

LIMITED OFFICIAL USE

NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** INFORMATION EXCHANGE, TRADE PROMOTION, PROPOSALS (BID)  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 28 jul 1978  
**Decaption Date:** 01 jan 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 20 Mar 2014  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1978BOGOTA07070  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D780310-0827  
**Format:** TEL  
**From:** BOGOTA  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1978/newtext/t1978076/aaaaaezy.tel  
**Line Count:** 45  
**Litigation Code IDs:**  
**Litigation Codes:**  
**Litigation History:**  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Message ID:** 9a079e73-c288-dd11-92da-001cc4696bcc  
**Office:** ACTION XMB  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 1  
**Previous Channel Indicators:** n/a  
**Previous Classification:** LIMITED OFFICIAL USE  
**Previous Handling Restrictions:** n/a  
**Reference:** 78 STATE 184859  
**Retention:** 0  
**Review Action:** RELEASED, APPROVED  
**Review Content Flags:**  
**Review Date:** 05 may 2005  
**Review Event:**  
**Review Exemptions:** n/a  
**Review Media Identifier:**  
**Review Release Date:** N/A  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 2007131  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** TRADE PROMOTION: FINANCING OFFERS FOR CERREJON PROJECT  
**TAGS:** EFIN, CO  
**To:** STATE  
**Type:** TE  
**vdkgvwkey:** odbc://SAS/SAS.dbo.SAS\_Docs/9a079e73-c288-dd11-92da-001cc4696bcc  
**Review Markings:**  
Sheryl P. Walter  
Declassified/Released  
US Department of State  
EO Systematic Review  
20 Mar 2014  
**Markings:** Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014